

## Message Text

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PAGE 01 NAHA 00009 141020Z

21

ACTION EA-10

INFO OCT-01 ISO-00 EB-07 PM-03 RSC-01 /022 W

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R 140902Z JAN 75

FM AMCONSUL NAHA

TO USDOC WASHDC UNN

USDA/FAS WASHDC UNN

DEFENSE SUPPLY AGENCY CAMERON STATION ALEXANDRIA VA

DEFENSE PROPERTY DISPOSAL SERVICE BATTLE CREEK MICHIGAN

INFO SECSTATE WASHDC 1598

AMEMBASSY TOKYO

UNCLAS NAHA 009

E.O. 11652: N.A.

TAGS: BEXP JA BFOL

SUBJ: SPECIAL TRADE OPPORTUNITY: MILITARY SURPLUS: \$10,000,000

1. 588/03/P004. 2. 011475. 3. H. COCHRAN. 4. 588 JAPAN.

5. IDR. 6.A. REPLY TO OR TELEX: B. MR. R.D.POGUE, PRES.

C. FAR EAST SERVICE CO., P.O. BOX 14, URASOE, OKINAWA, JAPAN

7. CABLE: FESCO, URASOE, OKINAWA, JAPAN. TELEX: OK-62.

TEL. 0988773439.

8. CO. REF. 0544100 (USDOC FTI)

9. 102

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10. DESCRIPTION. 2311165-2500. FATIGUE UNIFORMS (UNIFORM SUIT  
MADE OF FEDERAL GOVT CONTRACT).

2329207-2500. FIELD JACKETS (UNIFORM NONTAILORED  
OUTER JACKETS MADE ON FED GOVT CONTRACT).

3149430-2500. COMBAT FIELD BOOT, CANVAS TOP.  
20XXXXX-9999. C-RATIONS AND K-RATIONS.

BUYER REQUIRES ABOUT 1,000,000 PIECES OF FIRST THREE PRODUCTS, ABOUT  
10,000,000 BOXES OF FIELD COMBAT RATIONS. BUYER IS MAJOR IMPORTER FOR  
OKINAWA, IMPORTING AGAINST COMMERCIAL REQUIREMENTS OF FOUR MAJOR  
FIRMS. FOR RESALE THROUGH OUTLETS ON OKINAWA. EXPECTED 1.4 MILLION  
VISITORS TO OKINAWA (4.2 MILLION VISITOR-DAYS TO EXPO SITE) FOR INTER

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NATL OCEAN EXPO, OKINAWA, 1975 (JULY 20, 1975 - JAN 18, 1976) WILL

CREATE STRONG TEMPORARY MARKET FOR CAMPING CLOTHING AND CAMPING  
TYPE FOOD.

BUYER WOULD PREFER TO BUY SURPLUS ITEMS DIRECT FROM DEFENSE  
SUPPLY AGENCY, DEFENSE PROPERTY DISPOSAL SERVICE, OR FROM MAJOR U.S.  
BUYER OF SURPLUS PROPERTY. PRICES ESTIMATED ON LOW SIDE; BUYER  
EXPECTS TO PAY PRICE AMOUNTING TO ABOUT 40 PCT RECOVERABILITY OF  
ACQUISITION COST.

SUPPLIERS SHOULD REPLY ASAP, QUOTE FOB OR CIF. PROBABLE

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BASIS FOR BUYER'S PURCHASE DECISION IS PRICE, DELIVERY SCHEDULE.

REQUEST U.S. DOC BRING THIS OPPORTUNITY TO THE ATTENTION OF  
LT GEN W.H ROBINSON, JR., DIRECTOR, DEFENSE SUPPLY AGENCY, CAMERON  
STATION, ALEXANDRIA, VA. 22314, TEL: 274-6001; DIRECTOR, DEFENSE  
PROPERTY DISPOSAL SERVICE, ATTN: DPDS, MCC-P, FEDERAL CENTER,  
BATTLE CREEK, MICH. 49016; OR OTHER APPROPRIATE OFFICIALS IN  
ADDITION TO OTHER POSSIBLE SUPPLIERS.

SYLVESTER

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 14 JAN 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
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**Document Unique ID:** 00  
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**Office:** ACTION EA  
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**Original Handling Restrictions:** n/a  
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**Review Action:** RELEASED, APPROVED  
**Review Authority:** ShawDG  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 15 APR 2003  
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**Review Media Identifier:**  
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**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** SPECIAL TRADE OPPORTUNITY: MILITARY SURPLUS: \$10,000,000  
**TAGS:** BEXP, BFOL, JA  
**To:** COM  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006